



NOVEMBER 20-21 ♦ SEATTLE, WASHINGTON

**Governor's 2003
ECONOMIC DEVELOPMENT CONFERENCE**

I N N O V A T I O N A T W O R K

Preliminary Program & Registration Brochure



I invite you to participate in the Governor's 2003 Economic Development Conference, scheduled for November 20-21, in Seattle, Washington.

I am pleased to host this important event with the Washington State Department of Community, Trade and Economic Development (CTED). Historically, Washington has always been a state of great opportunity. From the first pioneer settlements, to the development of the timber industry, to Puget Sound port growth, to Boeing aerospace leadership, to Microsoft innovation, our state has been a place rich in hope and prospects.

Times have changed. Economic recovery has been elusive. We are making hard decisions about our priorities. For many in Washington, the opportunities that seemed so plentiful in the past are now harder to find. This conference will enable us to work together to address these critical issues and secure a promising future for the people of our state.

The theme of the conference is *Innovation at Work*. We will focus on leadership, partnerships, getting results and sharing new ideas to secure Washington's economic future. We will spotlight key issues, provide opportunities for building partnerships, showcase innovations, and recognize successful economic development efforts.

We are bringing together some of the nation's leading economic development experts to share their ideas and best practices. You will learn about economic recovery strategies, explore global market opportunities and the growth of cutting-edge industries, discuss critical workforce issues, and identify ways to enhance our state's competitiveness. Join your fellow economic development professionals from around the state to discuss these new ideas, then put them to work in your communities.

I look forward to seeing you in Seattle. I am confident that you will gain the tools, information and knowledge you need to strengthen the economic vitality of your communities and our entire state.

Sincerely,

A handwritten signature in dark ink, reading "Gary Locke".

Gary Locke
Governor

OVERVIEW

Location and Lodging

The conference will take place at the Washington State Convention and Trade Center in downtown Seattle. Special conference lodging rates are available at the nearby Sheraton Seattle Hotel & Towers and Sixth Avenue Inn until **October 15** on a space available basis. Please identify yourself as a participant of the **Economic Development Conference** to receive special conference rates.

- ① Sheraton Seattle Hotel & Towers
1400 Sixth Avenue, Seattle, WA 98101, Phone: 206-621-9000
Rate: \$119.00 plus tax for single/double occupancy
- ② Sixth Avenue Inn
2000 Sixth Avenue, Seattle, WA 98121, Phone: 206-441-8300
Rates: \$69.00 plus tax for single/double occupancy

Airport Shuttle

Shuttle service is available through Gray Line, located at the north and south ends of SeaTac Airport's baggage claim area. Tickets can be purchased on site. The shuttle departs every half hour and stops at the Sheraton and across the street from the Sixth Avenue Inn (at the Westin Hotel). For more information, visit www.graylineofseattle.com.

Cost: One Way: \$8.50 Round Trip: \$14.00



The Washington State Tourism Forum

Broaden your economic knowledge by also attending the *Washington State Tourism Forum, Partnerships: A Vision for the Future*. The Forum takes place November 19, also in Seattle at the Washington State Convention and Trade Center and will include presentations and discussions on issues to compliment your economic development program. Register for both the Governor's Economic Development Conference and the Tourism Forum and take advantage of a special \$50 discount. Be sure to mark the discount special on the enclosed registration form.

More information about the Tourism Forum is available at www.experiencewashington.com/industry.

Opening Night Reception

After checking in, take a short walk to Westlake Center where you can climb aboard the monorail from Seattle's 1962 World's Fair to Seattle's most famous symbol, the Space Needle. With a view of the entire city, enjoy scrumptious local Washington wine and cuisine as you catch up with colleagues. The City of Seattle's Office of Economic Development will be your host as you enjoy some of Seattle's local entertainers and learn about Seattle's innovative strategies for economic development in the city's unique neighborhoods. Afterwards explore some of Seattle's nightlife in nearby Belltown, lower Queen Anne or West Edge areas.

About Seattle

Seattle is known around the world for its coffee, laid-back style and great outdoor surroundings. Come experience some of the beautiful setting that inspires Seattleites' great entrepreneurial spirit. Well-known as the home to Starbucks, REI, Microsoft, Boeing Commercial Airplanes and Amazon.com, Seattle is also a leader in small business start-ups. Come enjoy the sophistication of Seattle's downtown, where you can experience a diverse mix of international cuisine, world-class arts and inspiring shopping.

For more information about Seattle, please visit the following websites:

Seattle's Convention & Visitor's Bureau at www.seeseattle.org

City of Seattle at www.cityofseattle.net

Greater Seattle Chamber of Commerce at www.seattlechamber.com

Awards Program

The *Economic Development Awards* will acknowledge and recognize individuals, organizations, communities, regions and agencies that have achieved excellence in their field. The awards program is designed to bring statewide public and professional recognition to economic development projects and programs implemented over the past year, which have made significant contributions to the field of economic development. In addition, these awards honor individuals who have provided outstanding service to their communities. Three awards specifically focus on the tourism industry and individuals who have made extraordinary contributions to tourism-related economic development.

Nominations for the awards must be submitted by October 15, 2003.

For more information on how to submit a nomination, please visit www.oted.wa.gov/edconference2003.

Attire

Business attire is recommended for all conference events.

Special Needs

Conference sites are fully accessible. If you need special accommodations please contact Linda Alongi at CTED, 360-725-4031 at least two weeks prior to the conference.

For More Information

Please note, last year's conference sold out and we expect the same this year. Register now to reserve your space! On-line registration is available with Visa/Mastercard payment at www.oted.wa.gov/edconference2003.

Program

Maury Forman at mauryf@cted.wa.gov or 206-256-6110

Registration

Kelly Carson at kelly@eventdynamicsinc.com or 360-357-8044

This event is recognized by the International Economic Development Council (IEDC) as a professional development event that counts toward the recertification of Certified Economic Developers (CED).



INTERNATIONAL
ECONOMIC DEVELOPMENT
COUNCIL

SCHEDULE AT A GLANCE

Wednesday, November 19, 2003

5:00 p.m.	Registration check-in begins
6:30 p.m.	Reception at the Space Needle – Hosted by the City of Seattle’s Office of Economic Development

Thursday, November 20, 2003

7:30 a.m.	Registration check-in continues / Continental Breakfast
8:30 a.m.	Welcome – Martha Choe, Director, CTED
8:45 a.m.	Welcome to Seattle – Greg Nickels, Mayor of Seattle
9:00 a.m.	“The Opportunity Culture” – Governor Gary Locke “Innovation at Work” – Industry panel facilitated by Governor Gary Locke
10:45 a.m.	(Choose from one of the following sessions)
pg. 3	The Changing Faces of the Food Industry: Adding Value through Economic and Workforce Strategies
pg. 3	An Innovator’s Advantage: Using Technology to Market Place
pg. 3	Seed Capital: Filling the Financing Gap
pg. 4	Creating Custom Solutions through Workforce Development
12:15 p.m.	Lunch / Economic Development Awards Presentation
1:45 p.m.	(Choose from one of the following sessions)
pg. 4	Creating a Tech-Friendly Business Climate
pg. 4	Working Smarter in Tourism to Reach the Right Customers
pg. 4	Making Location Matter: Is Your Site Ready?
pg. 5	Regional Partners: New Perspectives in Economic Development
3:15 p.m.	(Choose from one of the following sessions)
pg. 5	Washington’s Approach to Competitiveness
pg. 5	Innovation in Downtown Development: Tools and Tactics to Create Investment
pg. 5	The Energy World: Changing Technology, Changing Markets
pg. 5	Local Culture = Good Business: How Washington State Tribes Add Value to Business
5:30 p.m.	Reception

Friday, November 21, 2003

7:30 a.m.	Continental Breakfast
8:30 a.m.	“Business as Usual in Times That Aren’t” – Delos Smith, Senior Business Analyst, The Conference Board
9:30 a.m.	(Choose from one of the following sessions)
pg. 6	Site Selectors Roundtable
pg. 6	Branding Your Community: A Framework and Case Study
pg. 6	Energizing Entrepreneurs in Rural Communities
pg. 6	Lessons Learned from the Boeing 7E7 Dreamliner Bid
11:00 a.m.	(Choose from one of the following sessions)
pg. 7	Promoting Businesses Abroad: A Unique Opportunity
pg. 7	Clallam Networks: Creating an Interdependent Community
pg. 7	Venture Capital and Small Businesses
pg. 7	Washington’s Economic Development Commission: Finding New Ways to Make Your Job Easier
12:15 p.m.	Lunch / Conference Wrap-up – Martha Choe, Director, CTED
12:45 p.m.	“Economic Development from an Editorial Cartoonist’s Pen” – David Horsey, Seattle Post-Intelligencer
1:30 p.m.	Adjourn

SCHEDULE

WEDNESDAY, NOVEMBER 19, 2003

5:00 p.m.

Registration check-in begins

6:30 p.m.

Opening Reception at the Space Needle

THURSDAY, NOVEMBER 20, 2003

7:30 a.m. – 5:00 p.m.

Registration check-in continues

Continental Breakfast (until 9:00 a.m.)

8:30 a.m.

Welcome – Martha Choe, Director, CTED

8:45 a.m.

Welcome to Seattle – Greg Nickels, Mayor of Seattle

9:00 a.m.

The Opportunity Culture

- ◆ Governor Gary Locke

Innovation at Work

- ◆ Industry panel facilitated by Governor Gary Locke

10:45 a.m.

(Choose one of the following concurrent sessions)

The Changing Faces of the Food Industry: Adding Value through Economic and Workforce Strategies

Agriculture associations who represent large numbers of employers in the agriculture chain follow trends, represent issues, and plan for changes and innovations that will affect businesses, workers and customers. Learn about the trends and innovations agriculture is currently involved with and look into the future of food production for informed consumers. This session will feature new innovations of agriculture such as Washington state's growing wine industry, the agriculture cluster strategy, and the future of farming.

- ◆ Moderator: Valoria Loveland, Director, Washington State Department of Agriculture
- ◆ Mike Gempler, Executive Director, Washington Growers League
- ◆ David Zepponi, President, NW Food Processors Association



An Innovator's Advantage: Using Technology to Market Place

Truly innovative communities and economic development practitioners are using technology to differentiate their places. This presentation by one of the most popular presenters and leading consultants in the field of economic development technology, features ideas for web sites, marketing strategies and tactics designed to set economic development programs apart from the pack.

- ◆ Mark J. James, CEcD, Principal, ED Solutions, Inc.

Seed Capital: Filling the Financing Gap

High growth businesses provide most of the job creation in our communities. However, it is often difficult for these companies to attract financing in the seed stage – that period just after the company exceeds the personal resources of the founder and before the company is stable enough to attract institutional investment. This session will provide insights from experienced seed investors about how communities can support local companies' efforts in finding and using seed-stage investment as well as expanding the pool of local investors.

- ◆ Moderator: Lee Cheatham, Executive Director, Washington Technology Center
- ◆ Ron Howell, President, Washington Research Foundation/WRF Capital
- ◆ John Pariseau, General Manager, WIN Partners LLC
- ◆ Susan L. Preston, Corporate Finance Group, Davis Wright Tremaine



Creating Custom Solutions through Workforce Development

Economic development practitioners have identified customized skills training as an essential asset in the recruitment and retention of companies. This session will focus on tools and strategies from across the state that use workforce development as a key ingredient for economic development. As an outcome of this session you will learn about rural, urban, and tribal strategies that use human capital and workforce development as the leading edge in economic development. You will also learn how to access the expanded Job Skills Program and hear about an exciting new tool for business to receive customized training called workforcecollege.com.

- ◆ Moderator: Mike Porter, Policy Associate, Industry and Workbased Programs, State Board for Community and Technical Colleges
- ◆ Mike Hudson, Executive Director, Institute for Workforce Development & Economic Sustainability, Association of Washington Business
- ◆ State Representative John McCoy, House of Representatives
- ◆ Renee Mona, Director and Vice President, University of Phoenix Washington Campus
- ◆ Gerald Pumphrey, President, Bellingham Technical College

12:15 p.m.

Lunch and Economic Development Awards Presentation

1:45 p.m.

(Choose one of the following concurrent sessions)

Creating a Tech-Friendly Business Climate

Learn how to create a technology friendly business environment in your community. Hear directly from technology company executives, entrepreneurs and experienced professionals what you can do to help create, recruit and retain technology companies.

- ◆ Moderator: Patrick Tam, Ph.D., Executive Director, Spokane Intercollegiate Research and Technology Institute (SIRTI)
- ◆ Patricia M. Irving, Ph.D., President & CEO, InnovaTek, Inc.
- ◆ Bruce Montgomery, MD, CEO, Corus Pharma
- ◆ Donald Pickering, CEO, Memetic Systems

Working Smarter in Tourism to Reach the Right Customers

A variety of new research and analytical tools are creating unprecedented competitive advantage opportunities for communities that rely on visitor spending to stimulate their local economies. In this entertaining session, one of the leading tourism industry marketing strategists in the country will provide a look at some of the innovative tools that are now available to help communities better understand how to define their best customer prospects and what it takes to stimulate the kinds of visitor spending that supports many forms of economic development.

- ◆ Greg W. Gilstrap, President, Madden Publishing and Preprint Publishing

Making Location Matter: Is Your Site Ready?

What can you do to prepare your community to attract and retain business? Yakima is using up front environmental review to streamline development. Everett is using the planned action, a planning and environmental tool created by the Legislature in 1995, to attract and retain industrial development in south Everett near Paine Field. Vancouver is using planned action to revitalize their downtown. Learn how planning and up front environmental review of selected sites are key tools to get ready.

- ◆ Moderator: Heather Ballash, Senior Policy Advisor, CTED
- ◆ Gregg Dohrn, Associate Principal, NW Planning Services, Jones & Stokes
- ◆ Chad Eiken, Planning Review Supervisor, City of Vancouver
- ◆ Paul Roberts, Planning Director, City of Everett

Regional Partners: New Perspectives in Economic Development

Listen in as distinguished community and business leaders discuss the need for new regional partnerships to address major economic development initiatives. Learn how a regional perspective can expand economic opportunities and better position our state and region in the international competition for new industry.

- ◆ Moderator: Stephen P. Reynolds, President & Chief Executive Officer, Puget Energy, Inc.
- ◆ Panelists TBA

3:15 p.m.

(Choose one of the following concurrent sessions)

Washington's Approach to Competitiveness

Governor Locke convened leaders in business, labor and government in 2001 to recommend reforms that would ensure a thriving, environmentally sustainable business climate for Washington. Learn about the Washington Competitiveness Council's recommended reforms and hear success stories that followed from their implementation.

- ◆ Moderator: Sheila Martin, Governor's Executive Policy Advisor, Washington State Office of Financial Management
- ◆ Tom Fitzsimmons, Director, Washington State Department of Ecology
- ◆ Steve Leahy, President, Greater Seattle Chamber of Commerce
- ◆ Dick Thompson, Executive Director, Washington Competitiveness Council

Innovation in Downtown Development: Tools and Tactics to Create Investment

Downtown's role in an economic development strategy is shaped by market forces, design characteristics and public perception. Find out how to understand and integrate these elements into an overall plan for increased investment. This session highlights recent trends and practices, examples of successful public-private partnerships and tools for greater community development in cities and small towns.

- ◆ Tom Moriarity, Principal, Economics Research Associates

The Energy World: Changing Technology, Changing Markets

Inexpensive power continues to be an important business climate issue in the Northwest. Washington continues to be well positioned for the energy revolution with its combination of communication and control technologies and support for entrepreneurial start-ups. This panel will discuss the SNAP program (green electricity), SIRT's entrepreneurial efforts, market transformation programs and tribal cutting edge energy development projects.

- ◆ Patrick Tam, Ph.D, Executive Director, Spokane Intercollegiate Research and Technology Institute (SIRTI)
- ◆ Margie Gardner, Executive Director, Northwest Energy Efficiency Alliance
- ◆ Don Sampson, Executive Director, Confederated Tribes of the Umatilla Indian Reservation
- ◆ Jim White, Senior Energy Services Engineer, Chelan County Public Utility District (PUD) #1

Local Culture = Good Business: How Washington State Tribes Add Value to Business

Hear about Washington state's 29 tribal governments and their economic, cultural and social contributions to our state and region. Examples of successful partnerships and the true economic investment tribes have made to local infrastructure, tourism and small enterprises that has helped sustain local jobs in this volatile economy will be highlighted and discussed.

- ◆ Moderator: Brian Cladoosby, Chairman, Swinomish Tribe
- ◆ Walter Jackson, Executive Director, Quileute Tribal Council
- ◆ Joe Pakootas, Chairman, Colville Confederated Tribes

5:30 p.m.

Reception



FRIDAY, NOVEMBER 21, 2003

7:30 a.m.

Registration desk opens

Continental Breakfast (until 9:00 a.m.)

8:30 a.m.

Business as Usual in Times That Aren't

One of the most quoted economists in America, Delos Smith is noted for his exceptional ability to put global economic indicators into terms anyone can understand. His views on the impact of economic trendlines are heard on major radio and television networks across the country. Smith often checks his economic analysis from the road and calls himself one of the last great American bus travelers. As he likes to say, "I've learned more from the seat of a Greyhound than I have ever learned in an airport."

- ◆ Delos Smith, Senior Business Analyst, The Conference Board

9:30 a.m.

(Choose one of the following concurrent sessions)

Site Selectors Roundtable

Site selectors are responsible for almost 30 percent of all relocations in the United States. Listen to a spirited discussion from some of the most active site selectors in the country as they discuss what Washington looks like to them and their clients and what communities need to do to get on their "A" list.

- ◆ Moderator: Martha Choe, Director, CTED
- ◆ James Beatty, President, NCS and Founder, Call Center Sites.net
- ◆ Julie Denise, Business Developer and Project Manager, Carter & Burgess
- ◆ Robert Hess, President, Hess & Company International

Branding Your Community: A Framework and Case Study

Branding a community, whether it be for tourism or economic development, is a lot different than branding a tangible product or even a service. The past-president of the Washington Association of Convention and Visitor Bureaus and the best selling author and brand consultant combine their talents to share practical tools, experiences, and best practices for a community when pursuing a branding project. Explore issues regarding the framework for creating an effective brand, understanding and using brand tools, steps to determine the scope of work, how to find qualified firms, developing an RFP, dealing with local politics in branding and getting buy-in to the process plus lessons learned along the way.

- ◆ Joe LePla, Principal, Parker LePla
- ◆ John A. Cooper, President, Bellingham/Whatcom County Convention & Visitors Bureau

Energizing Entrepreneurs in Rural Communities

Discover the art and practice of energizing entrepreneurs as a development strategy. The session is research based but practically focused to ensure attendees leave with concepts, strategies and tools that can be used in your corner of rural America!

- ◆ Mary Emery, Senior Associate, Heartland Center for Leadership Development

Lessons Learned from the Boeing 7E7 Dreamliner Bid

This session will describe Washington state and local agencies' proactive process and the unprecedented actions the state took to position Washington as the preferred location for Boeing's 7E7 project. The session will cover mobilization from the point of receipt of Boeing's RFP, activities to assess Washington's competitive position, agencies' and the Legislature's key actions, development of the Action Washington response and business case, and the lessons learned from this experience.

- ◆ Mark A. Klender, National Practice Leader, Corporate Real Estate Solutions, Deloitte & Touche

11:00 a.m.

(Choose one of the following concurrent sessions)

Promoting Businesses Abroad: A Unique Opportunity

The government of China will spend more than \$25 billion US to host the 2008 Olympic Games and to build and improve its infrastructure, including the construction of major sports facilities and subways, and the implementation of advanced technology and environmentally friendly solutions. Learn what Washington state is doing to promote local businesses to the key decision makers in Beijing and ways you can help your companies get involved.

- ◆ Moderator: Tong Zhu, International Business Development Manager, CTED
- ◆ Joe Borich, Executive Director, The Washington State China Relations Council

Clallam Networks: Creating an Interdependent Community

Cluster development allows Washington's diverse regions to leverage their assets to create greater prosperity. Clallam County is an excellent case study of a North Olympic Peninsula county that embraced a connected and interdependent community strategy to map its future. This session will discuss its approach and help other communities prepare for the challenge.

- ◆ Jim Haguwood, Executive Director, Clallam County Economic Development Council
- ◆ Phil Kitchel, Chair, Clallam Networks Steering Committee, Co-chair, Education and Training Centers of Excellence Cluster Team, Member of Forest Resources Cluster Team
- ◆ Karen Rogers, Chair, Marine Services and Technology Cluster Teams



Venture Capital and Small Businesses

A key finding from a recent Kaufman Foundation study indicates that minority business enterprise (MBE) venture capital investing is very profitable. Funds focused on investing in low-income areas and MBE's support a diverse range of industries. This session will provide an overview about the rapidly growing community development venture capital industry and will cover information on venture capital fund formation, fundraising, structuring, use of new markets programs and other financing models.

- ◆ Moderator: William Bradford, Ph.D., Endowed Professor, University of Washington
- ◆ Patricia Harris, Executive Director and CEO, Cobb Microenterprise Center, Kennesaw State University, Coles College of Business
- ◆ Mark D. Kaplan, CFA, Vice President, CEI Ventures, Inc.

Washington's Economic Development Commission: Finding New Ways to Make Your Job Easier

The Economic Development Commission was formed in 2002 to provide a private sector voice in the state's economic development policies and strategies. Commission members will explain how its findings will help pave the way to forge partnerships and create outreach with local communities and economic development councils.

- ◆ Moderator: Miles Friedman, President, National Association of State Development Agencies (NASDA)
- ◆ Diane Ellison, President/Owner, Ellison Timber and Properties
- ◆ Scott Morris, Senior Vice President, Avista Corp and President, Avista Utilities
- ◆ Katherine James Schuitemaker, CEO, The Resonance Group

12:15 p.m.

Lunch / Conference Wrap-up, Martha Choe, Director, CTED

12:45 p.m.

Economic Development from an Editorial Cartoonist's Pen

David Horsey, Pulitzer Prize-Winning Editorial Cartoonist, *Seattle Post-Intelligencer*

1:30 p.m.

Adjourn

THANKS TO OUR SPONSORS

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Washington Technology Center

HOST CITY



MEDIA SPONSOR



If you are interested in co-sponsoring this important statewide economic development conference please contact Mike Flynn at the Puget Sound Business Journal, 206-447-8505 ext. 119 or Maury Forman at CTED, 206-256-6110.

REGISTRATION FORM

Please complete one form per person. Photocopy form for additional attendees. Please print clearly and send all registrations via mail, fax or online. Confirmation letters will be sent via email only for registrations received by October 31, 2003. Space is limited, so register early!

FEES

Payment must be in U.S. currency. Registration includes 2 continental breakfasts, 2 lunches, 2 receptions, beverage breaks and conference materials.

REGISTRATION QUESTIONS

Kelly Carson
Event Dynamics, Inc.
360-357-8044
kelly@eventdynamicsinc.com

REFUND AND CANCELLATION POLICY

All cancellations must be received in writing by October 31, 2003. No refunds will be made after that date. Cancellations after October 31 and no-shows will be invoiced for the late registration amount. This policy applies to all registrations, including those forms accompanied by a purchase order.

LATE PAYMENTS

Any registrant whose fees are unpaid after the conference will be invoiced at the late registration amount. This policy applies to all registrations, including those forms accompanied by a purchase order.

PURCHASE ORDERS

Forms indicating payment through a purchase order will be considered a confirmed registration unless cancelled in writing by October 31, 2003, and will be invoiced at the late rate if the fee is not paid by the conference dates. Purchase orders are not considered final payment. Final payment needs to be made with either a check or a credit card. Please check the appropriate rate indicating when final payment can be made.

INVOICES

If an invoice is needed to process payment, please mark the appropriate box. Invoices are not automatically sent for registrations accompanied by a purchase order form.

SEND FORM & PAYMENT TO

Economic Development Conference
c/o Event Dynamics, Inc.
3042 Cain Road SE
Olympia, WA 98501-3806
Fax: 360-786-8125

MAKE CHECKS PAYABLE TO

Economic Development Conference
(CTED Tax ID#: 91-0823820)

Please include your registration form with payment.
Please do not staple.

PLEASE RETURN ENTIRE PAGE
FAX 360-786-8125

Name (for badge)

Agency/Company

Mailing Address

City

State

Zip+4

()
Phone

()
Fax

Email

Please note your information supplied above will be included in the conference roster provided to all participants.

SPECIAL DIETARY REQUESTS (we will do our best to accommodate your request.)

☐ Vegetarian meals

☐ Other. Please specify: _____

☐ ECONOMIC DEVELOPMENT CONFERENCE REGISTRATION RATES

Early Rate \$225

Late Rate \$275

Payment BY 10/31/03

Payment AFTER 10/31/03

☐ JOINT CONFERENCE REGISTRATION RATES

A special \$50 discount is offered if attending **both** the Economic Development Conference **and** the Washington State Tourism Forum and registering with this form.

Early Rate \$340

Late Rate \$425

Payment BY 10/31/03

Payment AFTER 10/31/03

To help us plan, please indicate if you plan to attend the following events:

Tuesday, November 18, 2003 (Only if attending both EDC and Tourism Forum)
Opening Reception ☐ yes ☐ no

Wednesday, November 19, 2003
Opening Reception ☐ yes ☐ no

Thursday, November 20, 2003
Lunch ☐ yes ☐ no
Reception ☐ yes ☐ no

Friday, November 21, 2003
Lunch ☐ yes ☐ no

TOTAL AMOUNT ENCLOSED \$ _____

PAYMENT METHOD

☐ Invoice needed to process payment ☐ Check enclosed ☐ Check in process

☐ Purchase Order # _____

(Please note: A Purchase Order is not considered final payment. Final payment can be made with a credit card or check.)

☐ Invoice needed to process purchase order

☐ Check in process

☐ Master Card

☐ Visa

Credit Card # _____ Exp. Date: _____

Name on card: _____

Signature: _____

Credit card receipts will be sent to the registrant listed above unless otherwise noted.



Governor's 2003 ECONOMIC DEVELOPMENT CONFERENCE

I N N O V A T I O N A T W O R K

NOVEMBER 20-21 ♦ SEATTLE, WASHINGTON

WASHINGTON STATE CONVENTION AND TRADE CENTER



**STATE OF WASHINGTON
DEPARTMENT OF COMMUNITY,
TRADE AND ECONOMIC DEVELOPMENT**

PO Box 42525
Olympia WA 98504-2525